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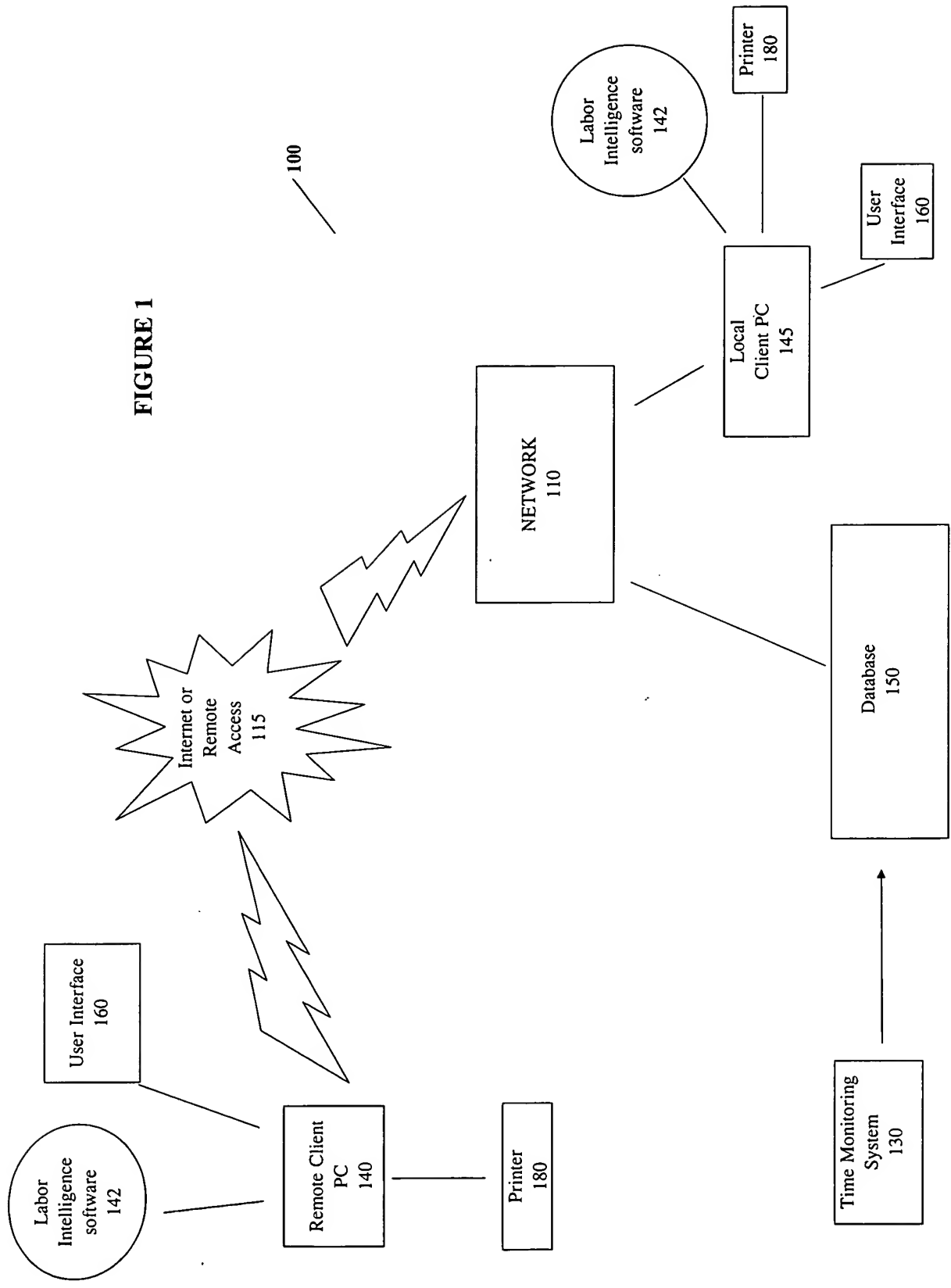


FIGURE 1

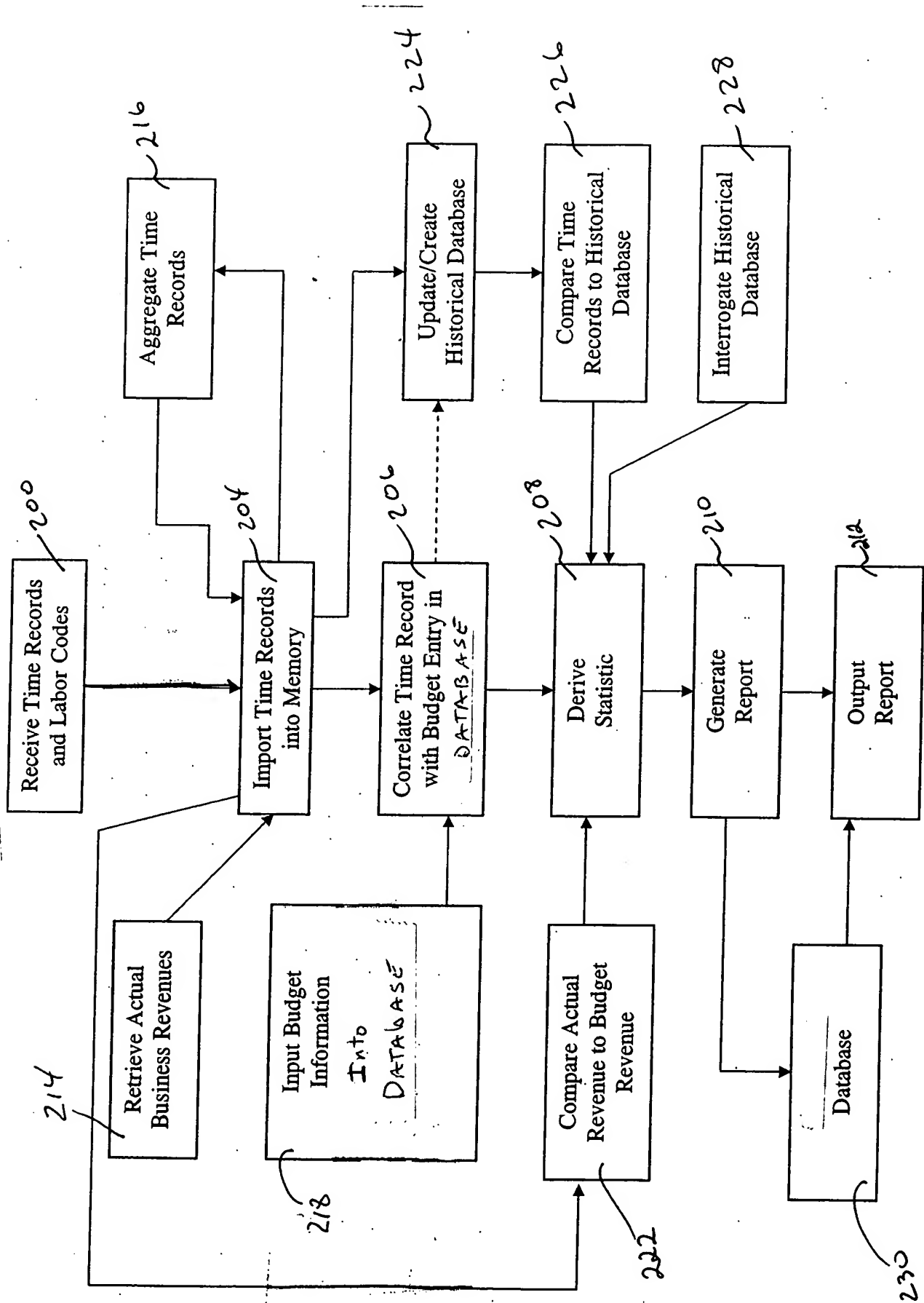


FIGURE 2

Labor Analysis (2.1.18)

Demo Hotel

Last Daily Info:

Last Budget Info:

Last Forecast Info:

Review...

Report...

Review...

Report...

Review...

Report...

Exit

Welcome 310

Import 312

Review/Edit 314

Reports 316

Tools 318

Welcome to Labor Analysis

Welcome! Labor Analysis was designed to help you report and manage your labor needs. This program makes managing your labor data fast and easy. Just select the buttons below or the tabs above to begin your Labor Analysis.

Import New Data  
320

Review Data  
322

Print Reports  
324

Labor Analysis can upload your labor data from many sources making it easy to maintain current records.

Labor Analysis makes it easy to review your labor data. You can easily edit any field for any day!

Labor Analysis provides several reports designed specifically to help you track your labor performance.

Welcome

FIGURE 3a

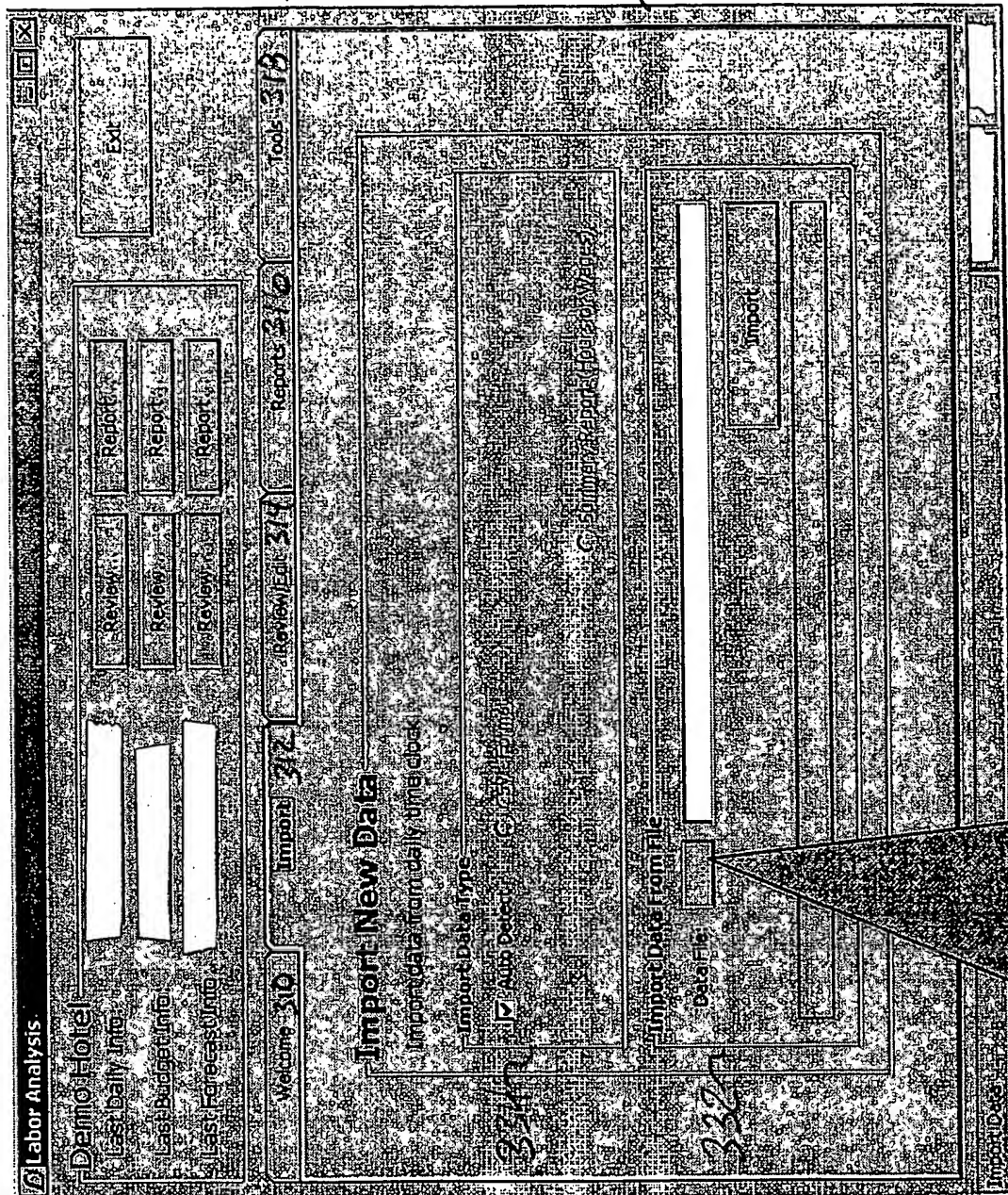


FIGURE 3b

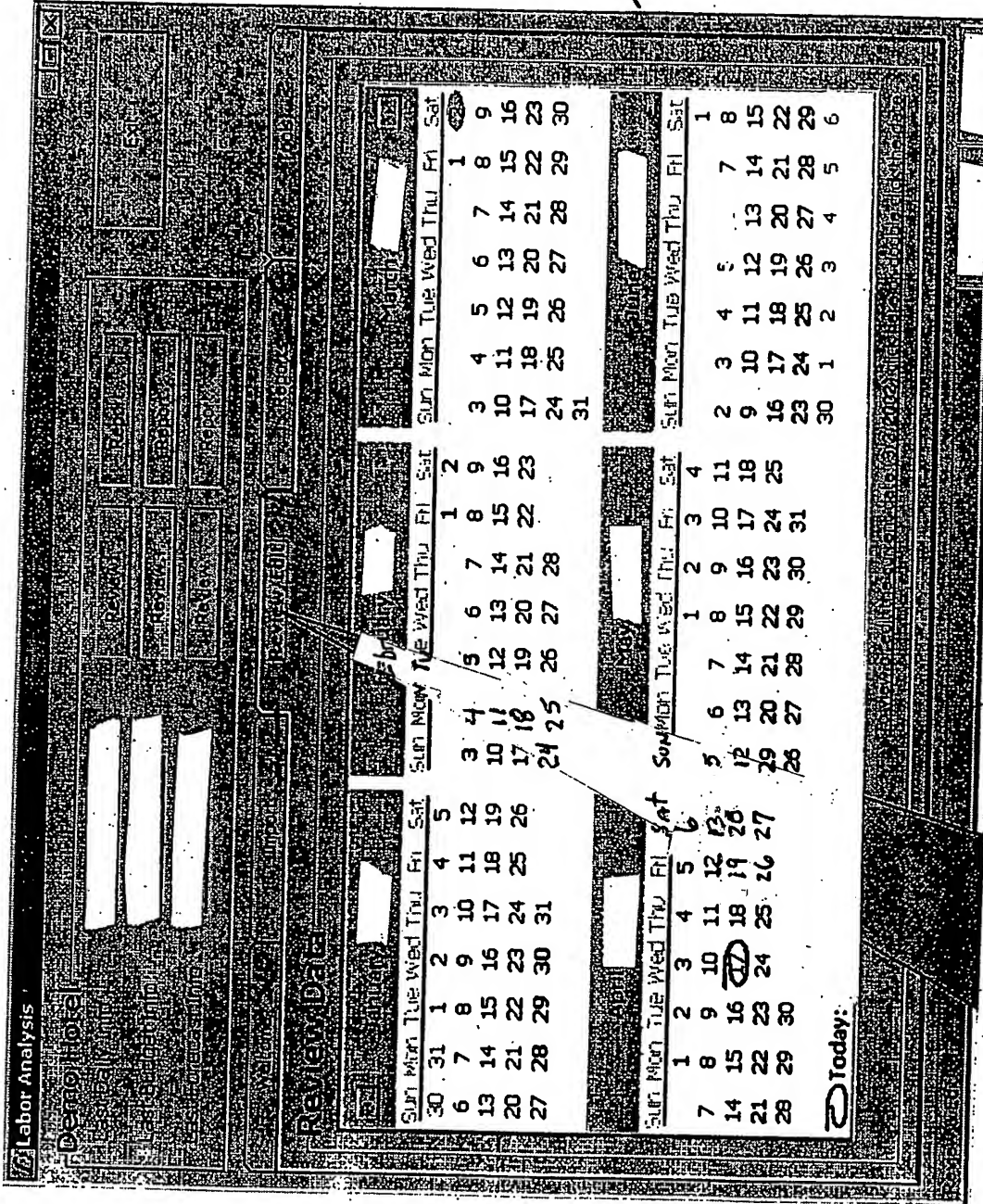


FIGURE 3c

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FIGURE 3d



Labor Analysis Summary Report - Date Range														
100%														
6 days														
Range From: To:														
Demo Hotel														
Analysis Summary														
DIVISIONS	HOURS				DOLLARS				BUDGET				LAST YEAR	
	REG	OT	TOT	HR	REG	OT	TOT	HR	REG	OT	TOT	HR	PT	FT
Rooms														
Front Office														
Guest Service Agents	59	0	59	577	0	677	10.4	213	2,081	6.2	0	0	0	0.0
Night Audit	35	0	35	404	0	404	6.1	100	1,285	2.9	0	0	0	0.0
Supervision	48	51	97	274	0	274	17.0	83	1,084	2.4	0	0	0	0.0
Total Front Office	140	51	191	1,354	0	1,354	33.5	396	4,450	11.5	0	0	0	0.0
Reservations														
PBX	78	0	78	688	0	688	13.3	101	2,277	2.8	0	0	0	0.0
Reservationists	84	0	84	833	0	833	14.7	272	3,081	8.0	0	0	0	0.0
Total Reservations	160	0	160	1,521	0	1,521	28.0	373	5,358	10.8	0	0	0	0.0
Housekeeping														
Public Area	116	0	116	742	0	742	20.4	237	2,702	6.8	0	0	0	0.0
Room attendants	645	0	645	4,970	0	4,970	119.2	2167	16,707	69.4	0	0	0	0.0
Supervision	88	0	88	772	0	772	15.1	220	2,578	8.4	0	0	0	0.0
Total Housekeeping	847	0	847	6,484	0	6,484	144.6	2,624	21,066	76.7	0	0	0	0.0
Laundry														
Laundry Attendants	88	0	88	777	0	777	15.4	322	2,597	9.4	0	0	0	0.0
Total Laundry	88	0	88	777	0	777	15.4	322	2,597	9.4	0	0	0	0.0
Guest Services														
Bed Staff	84	0	84	475	0	475	14.7		1,538		0	0	0	0.0
Concierge	0	0	0	0	0	0	0.0				0	0	0	0.0
Total Guest Services	84	0	84	475	0	475	14.7		1,538		0	0	0	0.0
Total Rooms	1,319	51	1,370	10,766	0	10,766	280.4	3,719	30,887	103.5	0	0	0	0.0
Food & Beverage														
Administration														
Clinary	0	0	0	0	0	0	0.0				0	0	0	0.0
Managers	24	0	24	144	0	144	4.2	11,238	1,355,250	3,302.3	0	0	0	0.0
Purchasing	0	0	0	0	0	0	0.0				0	0	0	0.0
Total Administration	24	0	24	144	0	144	4.2	11,238	1,355,250	3,302.3	0	0	0	0.0
Restaurant														
Supervision	66	0	66	721	0	721	11.8	68,932	8,027,388	20,184.7	0	0	0	0.0
Wait staff	82	0	82	325	0	325	16.1	54,514	2,616,575	15,939.8	0	0	0	0.0
Total Restaurant	148	0	148	1,046	0	1,046	27.9	123,446	10,643,963	36,124.5	0	0	0	0.0
Room Service														
Admin	0	0	0	0	0	0	0.0				0	0	0	0.0
wait Staff	87	0	87	808	0	808	17.0	78,870	5,019,182	23,081.5	0	0	0	0.0

400

FIGURE 4a



January, 1988

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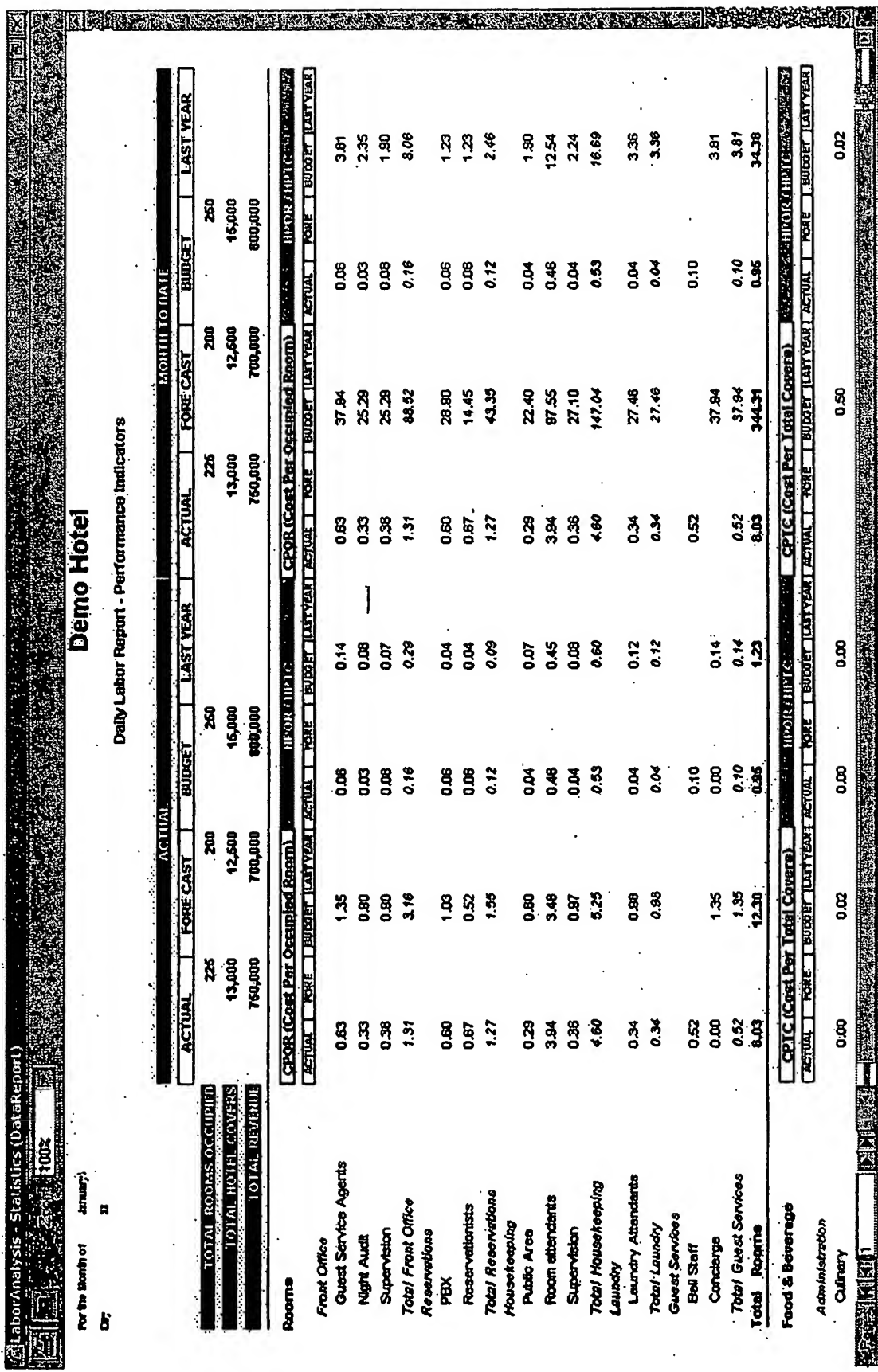
# Demo Hotel

## Daily Labor Report - Summary

DIVISIONS				FORECAST				BUDGET				LAST YEAR				FORECAST				BUDGET				LAST YEAR			
				HRS	PTE	HRS	PTE	HRS	PTE	HRS	PTE	HRS	PTE	HRS	PTE	HRS	PTE	HRS	PTE	HRS	PTE	HRS	PTE				
Rooms																											
Front Office				19	141	2.3		34	339	6.1	0	0	0.0		13	141	0.1		852	9,484	6.0	0	0	0.0			
Guest Service Agents																											
Night Audit				7	74	1.2		21	228	3.8	0	0	0.0		7	74	0.0		588	6,323	3.7	0	0	0.0			
Supervision				17	80	3.0		17	228	3.1	0	0	0.0		17	80	0.1		476	6,323	3.0	0	0	0.0			
Total Front Office				37	295	6.5		72	795	13.0	0	0	0.0		37	295	0.2		2,016	22,129	12.6	0	0	0.0			
Reservations																											
PBX				14	135	2.5		11	259	2.0	0	0	0.0		14	135	0.1		308	7,228	1.9	0	0	0.0			
Reservationists				14	150	2.5		11	128	2.0	0	0	0.0		14	150	0.1		308	3,613	1.9	0	0	0.0			
Total Reservations				28	285	4.9		22	387	4.0	0	0	0.0		28	285	0.2		616	10,839	3.9	0	0	0.0			
Housekeeping																											
Public Area				8	68	1.4		17	200	3.1	0	0	0.0		8	68	0.1		476	5,800	3.0	0	0	0.0			
Room attendants				103	888	19.1		112	871	19.8	0	0	0.0		103	888	0.8		3138	24,387	19.8	0	0	0.0			
Supervision				8	81	1.4		20	242	3.8	0	0	0.0		8	81	0.1		580	6,174	3.5	0	0	0.0			
Total Housekeeping				119	1,034	20.9		149	1,313	26.5	0	0	0.0		119	1,034	0.7		4,172	36,161	26.1	0	0	0.0			
Laundry																											
Laundry Attendants				8	76	1.4		30	245	5.3	0	0	0.0		8	76	0.1		840	6,865	5.3	0	0	0.0			
Total Laundry				8	76	1.4		30	245	5.3	0	0	0.0		8	76	0.1		840	6,865	5.3	0	0	0.0			
Guest Services																											
Bed Staff				22	117	3.9					0	0	0.0		22	117	0.1					0	0	0.0			
Concierge				0	0	0.0					0	0	0.0									0	0	0.0			
Total Guest Services				22	117	3.9		34	339	6.1	0	0	0.0		22	117	0.1		852	9,484	6.0	0	0	0.0			
Total Rooms				214	1,807	37.3		307	3,074	51.0	0	0	0.0		214	1,807	1.3		8,586	86,077	53.9	0	0	0.0			
Food & Beverage																											
Administration																											
Culinary				0	0	0.0		11	268	2.0	0	0	0.0						308	7,487	1.9	0	0	0.0			
Managers				0	0	0.0		5	135	1.0	0	0	0.0						140	3,784	0.8	0	0	0.0			
Purchasing				0	0	0.0		5	48	1.0	0	0	0.0						140	1,355	0.8	0	0	0.0			
Total Administration				0	0	0.0		21	451	4.0	0	0	0.0						588	12,645	3.7	0	0	0.0			
Restaurant 1																											
Supervision				16	168	2.8		17	155	3.1	0	0	0.0		16	168	0.1		476	4,335	3.0	0	0	0.0			
Wait staff				22	72	3.9		84	310	11.3	0	0	0.0		22	72	0.1		1752	9,871	11.2	0	0	0.0			
Total Restaurant 1				38	240	6.7		101	465	14.4	0	0	0.0		38	240	0.2		2,228	13,006	14.2	0	0	0.0			
Room Service																											
Admin				0	0	0.0		5	129	1.0	0	0	0.0						140	9,613	0.9	0	0	0.0			

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FIGURE 4b



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FIGURE 4c

Inventors: Jose Acosta; Paul West  
For: A DATABASE SYSTEM AND METHOD  
FOR MANAGING LABOR COSTS  
AGAINST INDICATORS

Variance Report											
Daily Labor Report - Variance											
DIVISIONS	By	Date	Actual vs Forecast			Actual vs Budget			Actual vs Forecast		
			Daily			Daily			Month to date		
			Hour.	\$	FTE	Hour.	\$	FTE	Hour.	\$	FTE
<b>Rooms</b>											
Front Office			21	\$188	4	161.5%	140.2%	169.0%	83589,343	6	7223.1%
Guest Service Agents			14	\$152	3	200.0%	208.7%	210.1%	58189,248	4	8300.0%
Night Audit			0	\$146	0	0.0%	162.3%	3.0%	46386,243	3	2700.0%
Supervision			35	\$406	7	367.5%	520.2%	382.1%	1,97827,134	13	6223.1%
Total Front Office											
Reservations			3	\$123	0	-21.4%	80.8%	-18.4%	29487,081	2	2100.0%
PBX			3	\$21	0	-21.4%	-14.1%	-18.7%	29483,463	2	2100.0%
Reservationists			-6	\$102	-1	-42.9%	76.7%	-37.1%	56870,553	4	4200.0%
Total Reservations											
Housekeeping			9	\$184	2	112.5%	203.0%	119.8%	46886,534	3	5850.0%
Public Area			9	\$17	2	8.7%	-1.9%	9.6%	3,033823,48	18	2944.7%
Room attendants			12	\$161	2	150.0%	188.6%	158.5%	55286,683	3	6300.0%
Supervision			30	\$279	6	271.2%	400.6%	287.8%	4,04335,727	23	5664.7%
Total Housekeeping											
Laundry			22	\$189	4	275.0%	222.8%	280.2%	83286,789	5	10400.0%
Laundry Attendants			22	\$189	4	275.0%	222.8%	280.2%	83286,789	5	10400.0%
Total Laundry											
Guest Services											
Bed Staff											
Concierge			34	\$339	8						
Total Guest Services			34	\$339	8						
Total Rooms			11591,354		21	884.9%	1228.2%	913.1%	7,41374,503	43	43871.7%
<b>Food &amp; Beverage</b>											
Administration			11	\$288	2						
Culinary			5	\$135	1						
Managers			5	\$48	1						
Purchasing			21	\$452	4						
Total Administration											
Restaurant 1			1	\$14	0	6.2%	-0.4%	10.7%	46084,186	3	2875.0%
Supervision			42	\$238	7	180.9%	331.8%	183.5%	1,77088,559	11	8045.5%
Wait staff			43	\$224	8	197.2%	321.2%	203.9%	2,23672,766	14	9820.5%
Total Restaurant 1											
Room Service											

FIGURE 4d

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